

Dealership Stability and Growth Programs



Fulfilling. Success.

Profit Production Package

Discounted program price: \$1,225 USD

Component 1: Dealership Financial Statement Evaluation and Analysis

- *Chart of Accounts Builder:* Provide your current Profit or Loss Statement (Income Statement) and Balance Sheet. Spader will review and grade your chart of accounts to recommend changes designed to make your own financial statements a better management tool.
- Spader then converts your numbers into a management-driven financial report format, as permitted by your current financial statement structure and chart of accounts. This report is provided either in print or via our secure Spader Online Services portal. Spader will also provide an assessment of your current financial performance as compared to Spader guidelines and also to industry aggregates.

Component 2: Online Profit Production Workshop and Budgeting Tool with Support

- Participate in a 1.5- to 2-hour online workshop with a focus on planning for total company profitability and management. *Workshop date(s) to be announced.*
- Workshop materials will be provided electronically, including a sample dealership case study designed to help you learn the management concepts and see the issues in your own dealerships.
- If you submit your financial data in advance, you will have the management report (above) in the same format as the case study dealership in the workshop so you can follow along and learn how to evaluate your own results.

Note: Depending on lead time and number of participants, some dealers who submit data too close to the workshop date may not receive their reports back in advance. These dealers will still have the case study reports to work with, and will receive their own management report as soon as possible after the online event.

- Spader guidelines in key areas of dealership performance will be incorporated into the workshop so you learn how to compare the case study, and by extension your own dealership results, to help identify problem areas as well as strengths and opportunities.
- Spader will incorporate industry aggregates into the workshop to help dealers see how their key performance metrics compare to others in the industry, including higher performers.
- Workshop participants will learn how to create an annual budget at the total company level that addresses the key profitability areas including: sales, gross margins, inventory levels and turnover, expense ratios, and more.
- Following the workshop, all participants will have immediate access to Spader's Online Quick Budget software tool. You can use this tool to immediately apply what they've learned and create your own profit plan.
 - Online Quick Budget walks you through the same annual budgeting process taught in the online workshop in an easy-to-use, secure spreadsheet format.
 - Once you have created an annual budget, the tool provides a utility to split the annual numbers into monthly budgets based on your dealership's specific seasonality.
 - Each monthly budget can be tracked using the built-in deviation reporting tools (or by upgrading to Spader **True**[®]).
- Spader will provide support for technical questions as well as knowledgeable budgeting help via toll-free phone or e-mail.

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True^{*} Dashboards

Monthly Online True Dashboard Reporting to Monitor Performance for One Year

- Once you have created an annual and monthly profit plan, the natural next step is to monitor your actual results each month. Spader True online dashboards give you easy-to-interpret analyses of your numbers 24/7, from any internet connection.
- Submit an easy, one-page Excel spreadsheet with a couple dozen numbers each month.
 - Optional upgrade to full financial statement reporting using Spader's easy-to-use Electronic Transmittal Assistant software, which facilitates export/import from most accounting systems.
- True™ dashboards take the you beyond their financial statements:
 - Anticipated year-end forecasts for sales, margins, and expenses, based on Spader's proven proprietary forward forecasting system, are built in.
 - See your numbers flagged red, yellow or green compared to your own profit plan or Spader guidelines.
 - True will soon also provide comparisons to industry aggregates and more in-depth Spader guidelines.
- Spader will provide support for technical questions as well as knowledgeable interpretation help via toll-free phone or e-mail.



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